AC376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

FOR RELEASE:
IMMEDIATELY

METAL TREATERS POST 1.3% GAIN OVER APRIL 1989

April 1990 saw the Metal Treating Industry register $50.2 million in sales, up from the April 1989 total of $49.6 million.

For the year-to-date, the industry has reached $198.5 million in billings. This is 2.3% below the total of $203.1 million for the same period in 1989.

Four MTI districts both outpaced their April 1989 performance and their January-April 1989 sales.

A summary of percentage change by geographic regions follows:

	District	Apr 90 vs. Apr 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 6.0	- 8.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 4.2	- 4.8
3	South Central (W.PA-OH-IN-KY)	2.0	0.6
4	Michigan	- 3.6	-11.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-13.1	- 9.8
6	North Central (IL-WI-MN-MO-IA)	3.0	0.5
7	Pacific Coast (CA-AZ-ORE-WASH)	18.8	11.8
8	Southwest (TX-OK-AR-CO-LA-UT)	19.2	13.7
9	Canada	-10.8	-16.3

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1990

BILLINGS FOR MONTH

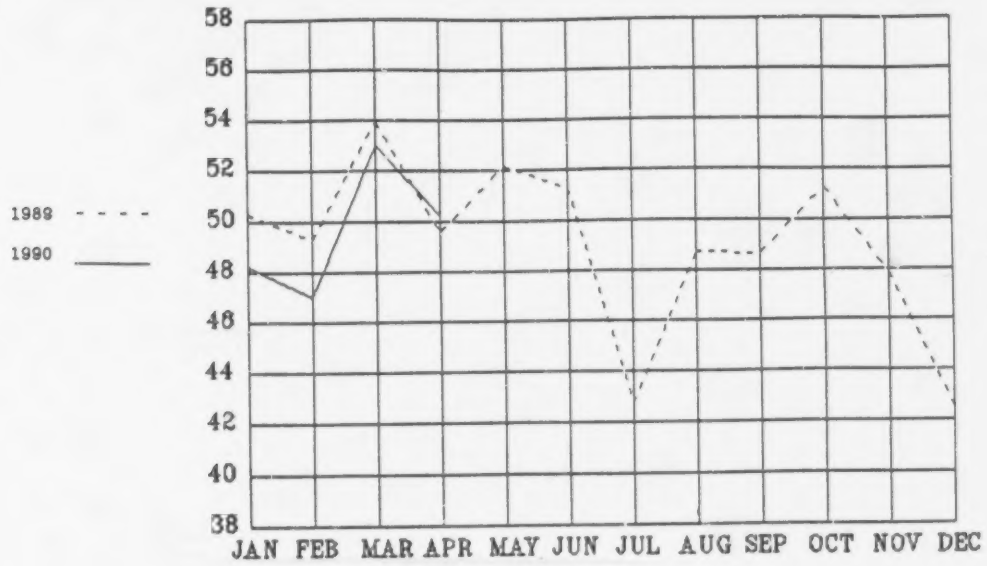
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	222	49563.9	50224.3	1.3	100.0	100.0
Dist. 1	16	3147.4	2960.0	- 6.0	6.4	5.9
Dist. 2	27	4704.2	4505.4	- 4.2	9.5	9.0
Dist. 3	42	9192.5	9373.5	2.0	18.5	18.7
Dist. 4	26	6935.5	6688.4	- 3.6	14.0	13.3
Dist. 5	17	2760.4	2399.0	-13.1	5.6	4.8
Dist. 6	33	9292.5	9572.8	3.0	18.7	19.1
Dist. 7	27	6298.7	7480.0	18.8	12.7	14.9
Dist. 8	18	2652.4	3160.6	19.2	5.4	6.3
Dist. 9	16	4580.4	4084.7	-10.8	9.2	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	203109.6	198463.4	- 2.3	100.0	100.0
Dist. 1	13009.3	11969.9	- 8.0	6.4	6.0
Dist. 2	19521.9	18576.3	- 4.8	9.6	9.4
Dist. 3	37660.1	37901.7	0.6	18.5	19.1
Dist. 4	28730.9	25299.4	-11.9	14.1	12.7
Dist. 5	11246.3	10138.9	- 9.8	5.5	5.1
Dist. 6	37146.2	37317.7	0.5	18.3	18.8
Dist. 7	25418.8	28416.3	11.8	12.5	14.3
Dist. 8	11409.2	12977.0	13.7	5.6	6.5
Dist. 9	18966.8	15866.2	-16.3	9.3	8.0

MILLIONS

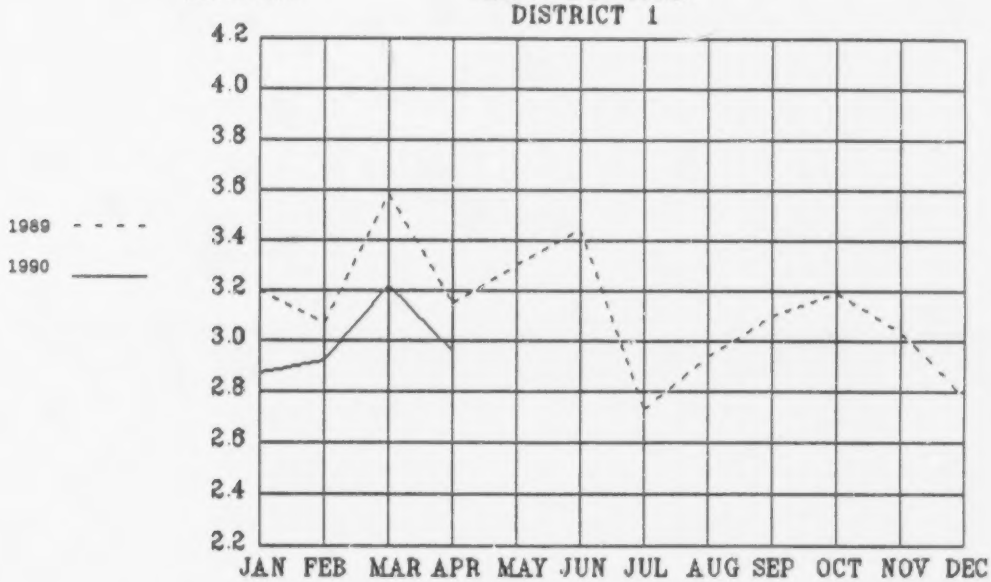
NATIONAL BILLINGS



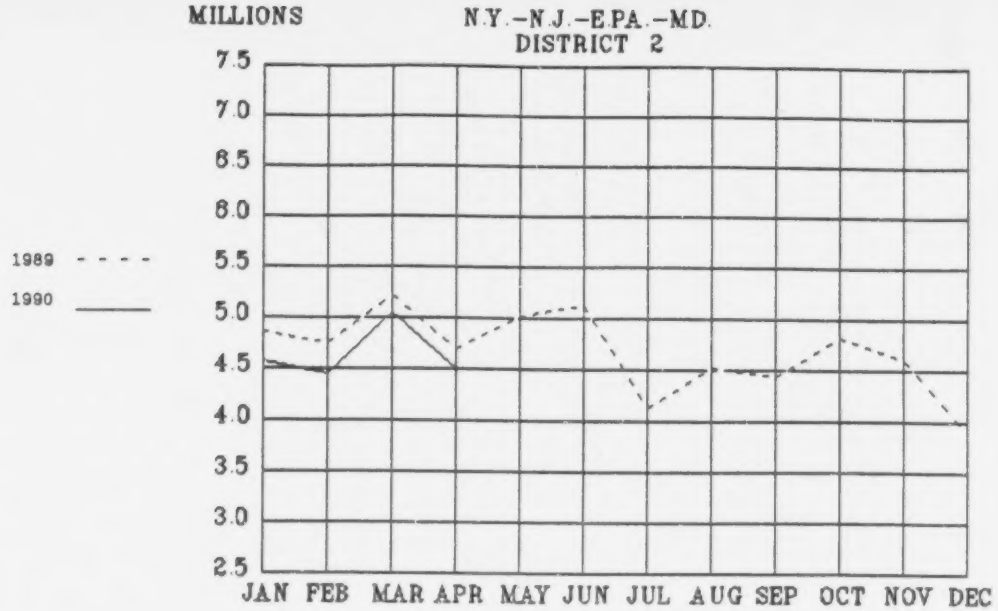
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.7	1.3								
% Change	Cumulative	-4.1	-4.4	-3.5	-2.3								

MILLIONS

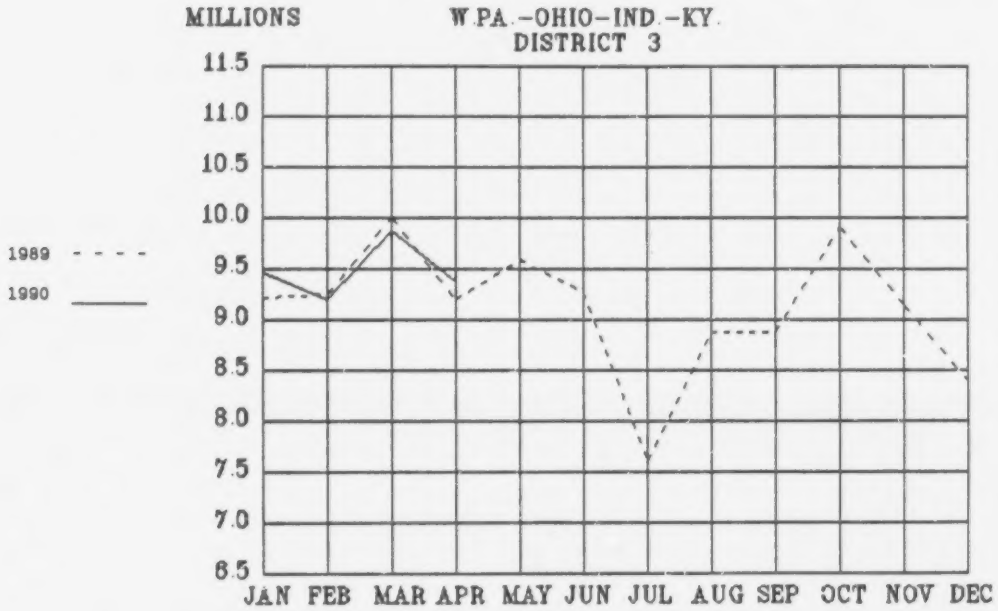
MASS.-R.I.-CONN. DISTRICT 1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0								
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0								



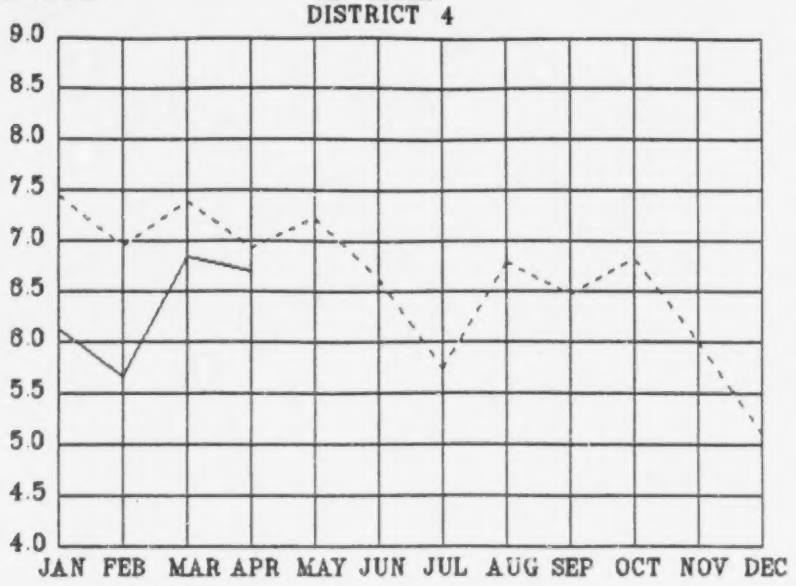
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4	-3.0	-4.2								
% Change	Cumulative	-5.9	-6.1	-5.0	-4.8								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0								
% Change	Cumulative	2.7	1.0	0.2	0.6								

MILLIONS

MICHIGAN
DISTRICT 4



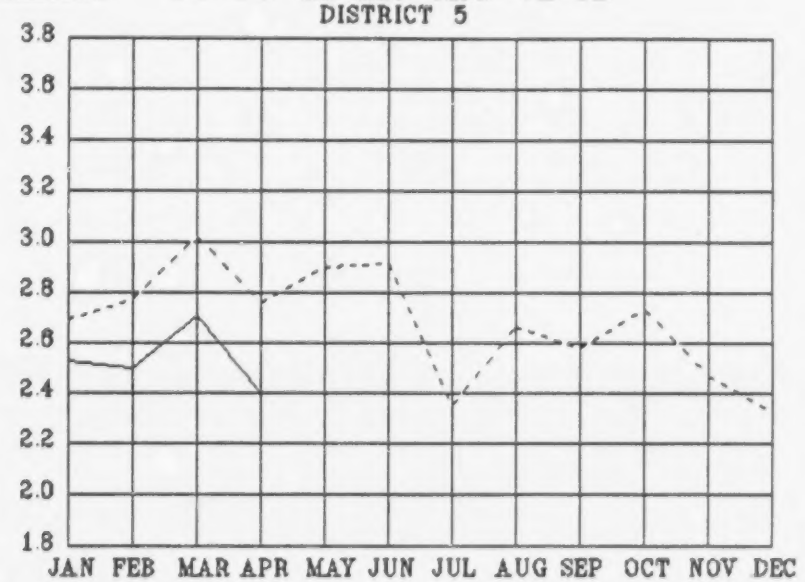
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6								
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9								

MILLIONS

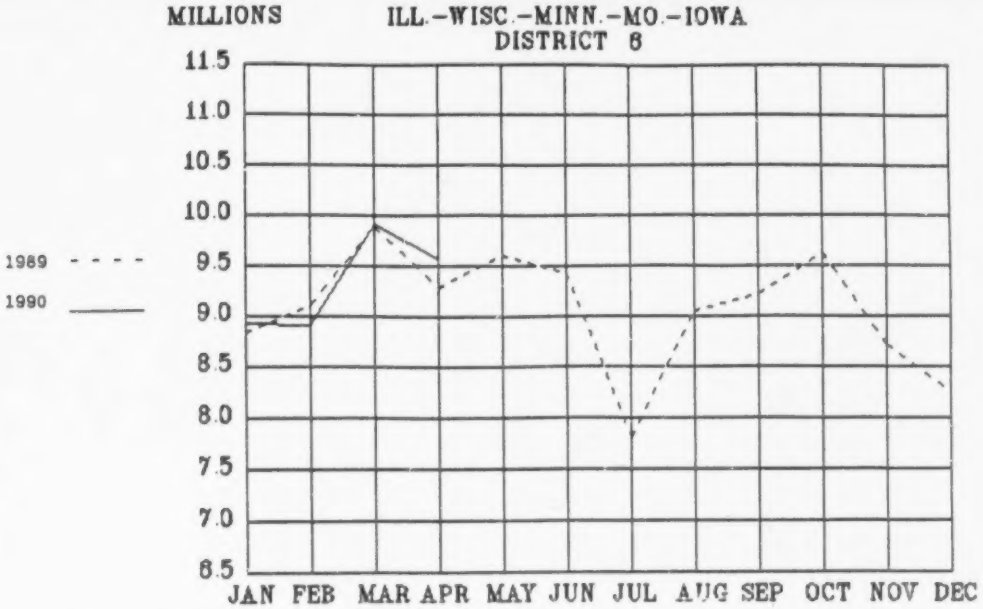
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



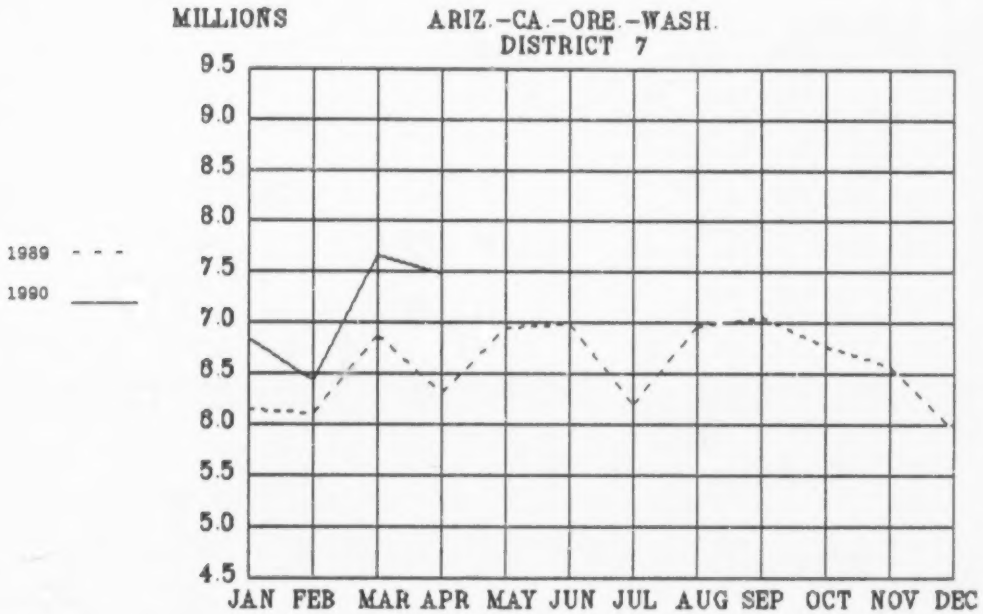
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-10.0	-10.3	-13.1								
% Change	Cumulative	-5.9	- 8.0	- 8.8	- 9.8								



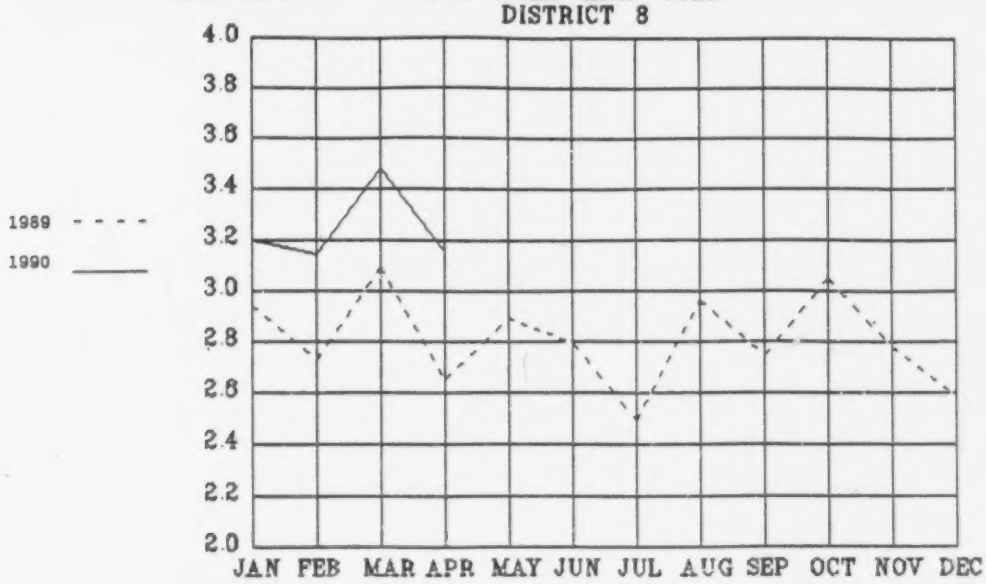
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0								
% Change	Cumulative	0.9	-0.7	-0.4	0.5								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.4	5.4	11.5	18.8								
% Change	Cumulative	11.4	8.4	9.5	11.8								

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



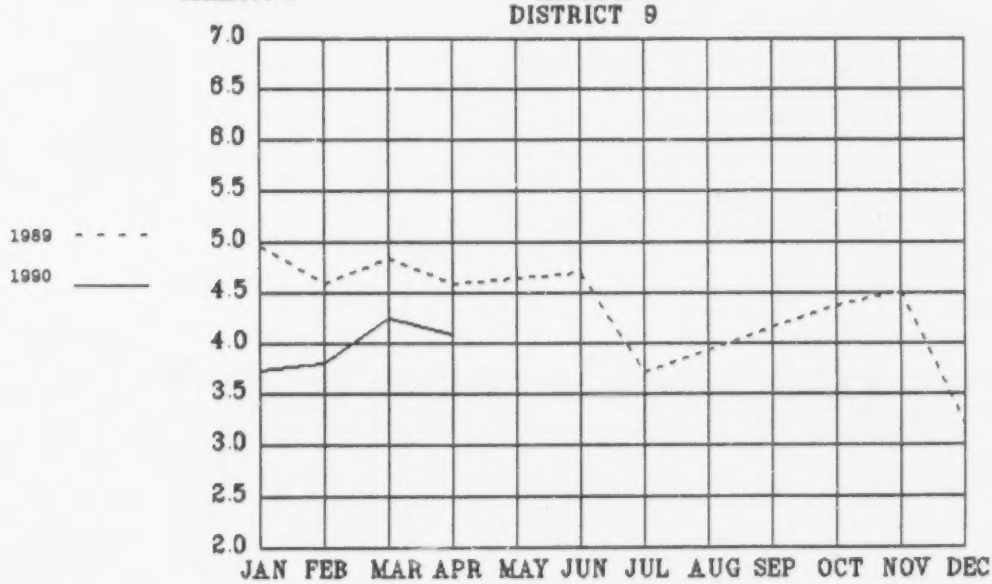
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2								
% Change	Cumulative	8.7	11.8	12.1	13.7								

MILLIONS

CANADA
DISTRICT 9



1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.8	-17.2	-12.1	-10.8								
% Change	Cumulative	-24.8	-21.1	-18.1	-16.3								